

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Ιu	W	ve In	Fr :	sa Su	Spo	s Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	10/26/17-10/27/17	2	:30	5A- News-Good Morning Washington at 5a				i	2	2	i		4 \$475.00	\$1,900.00	Washington (WJLA)		10/24/17
2.0	Normal Line / SPOT	10/30/17-10/31/17	2	:30	5A- News-Good Morning Washington at 5a		1	2	-			1		3 \$475.00	\$1,425.00	Washington (WJLA)		10/24/17
3.0	Normal Line / SPOT	10/26/17-10/27/17	2	:30	6A- News-Good Morning Washington at 6a				1	2	2	1		4 \$1,000.00	\$4,000.00	Washington (WJLA)		10/24/17
4.0	Normal Line / SPOT	10/30/17-10/31/17	2	:30	6A- News-Good Morning Washington at 6a		2	2	1					4 \$1,200.00	\$4,800.00	Washington (WJLA)		10/24/17
5.0	Normal Line / SPOT	10/26/17-10/27/17	2	:30	7A- ABC-Good Morning America				1	3	2	1		5 \$1,000.00	\$5,000.00	Washington (WJLA)		10/24/17
6.0	Normal Line / SPOT	10/30/17-10/31/17	2	:30	7A- ABC-Good Morning America		2	3	i			1		5 \$1,200.00	\$6,000.00	Washington (WJLA)		10/24/17
7.0	Normal Line / SPOT	10/26/17-10/27/17	2	:30	9A- Live with Kelly				i	2	1	1		3 \$500.00	\$1,500.00	Washington (WJLA)		10/24/17
8.0	Normal Line / SPOT	10/30/17-10/31/17	2	:30	9A- Live with Kelly		1	1	ì	i		i		2 \$600.00	\$1,200.00	Washington (WJLA)		10/24/17
9.0	Normal Line / SPOT	10/26/17-10/27/17	2	:30	10A- Rachael Ray				-	1	2			3 \$450.00	\$1,350.00	Washington (WJLA)		10/24/17
10.0	Normal Line / SPOT	10/30/17-10/31/17	2	:30	10A- Rachael Ray		1	1	1			-		2 \$500.00	\$1,000.00	Washington (WJLA)		10/24/17
		1		<u> </u>	CO	NFII	RM	1AT	ГΙС	ON C	CON	ITR	AC	Γ		1	1	

Date:

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

Accepted-Station:

Date:

Accepted-Agency/Advertiser:

Rate

\$79,350.00

\$66,725.00

\$146,075.00



WJLA 1100 Wilson Blvd, 6th Floor Arlington, VA 22209

Strategic Media Placement 7669 Stagers Loop Delaware, OH 43015

Contract # 3076620 Schedule Dates 10/25/17-10/31/17

Advertiser Agency Product

Ed Gillespie for VA Governor (116805) Strategic Media Placement (6694)

WJLA/GJLA/EJLA

**Buyer Name** Phone/Fax 3239

CPE

Account Types Local/Political Candidate Agency BRD Billing Type Standard

CO-OP Headline # POLITICAL CANDIDATE (ns) (1186) Demo Brand Ed Gillespie (671299) Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869) Sales Office

Order Type Normal Package Deal Commission % 15.00

10/24/17

10/24/17

No

Tiffany Lewis

Commission \$21,911.25 Net Total \$124,163.75

Date:

Comments:

Sales Tax

**Date Entered** 

Last Modified

Entered By

Washington (WJLA) By Broadcast Month Spots Rate Oct. 2017 62 \$79,350.00 Nov. 2017 48 \$66,725.00 Grand Total: \$146,075.00 110

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	e Th	Fr	Sa S	u Sp	pots	Rate	Total	Station	Comments	Entered
11.0	Normal Line / SPOT	10/26/17-10/27/17	2	:30	11A- ABC-The View				1	2	1	i		3	\$450.00	\$1,350.00	Washington (WJLA)		10/24/17
12.0	Normal Line / SPOT	10/30/17-10/31/17	2	:30	11A- ABC-The View		2	1	1	1		i		3	\$600.00	\$1,800.00	Washington (WJLA)		10/24/17
13.0	Normal Line / SPOT	10/26/17-10/27/17	2	: :30	12P- News-ABC 7 News at Noon					1	1			2	\$500.00	\$1,000.00	Washington (WJLA)		10/24/17
14.0	Normal Line / SPOT	10/30/17-10/31/17	2	: :30	12P- News-ABC 7 News at Noon		1	1	1	1				2	\$600.00	\$1,200.00	Washington (WJLA)		10/24/17
15.0	Normal Line / SPOT	10/26/17-10/27/17	2	: :30	1P- ABC-The Chew				1	1	1			2	\$500.00	\$1,000.00	Washington (WJLA)		10/24/17
16.0	Normal Line / SPOT	10/30/17-10/31/17	2	: :30	1P- ABC-The Chew		1	1	1	-		i		2	\$600.00	\$1,200.00	Washington (WJLA)		10/24/17
17.0	Normal Line / SPOT	10/26/17-10/27/17	2	:30	2P- ABC-General Hospital		i		1	1	1	i		2	\$600.00	\$1,200.00	Washington (WJLA)		10/24/17
18.0	Normal Line / SPOT	10/30/17-10/31/17	2	: :30	2P- ABC-General Hospital		1	1	1	1		i		2	\$700.00	\$1,400.00	Washington (WJLA)		10/24/17
19.0	Normal Line / SPOT	10/26/17-10/27/17	2	: :30	Orbit- [P]Hot Bench(Th Fr), [P]Hot Bench 2(Th Fr)					1	1			2	\$500.00	\$1,000.00	Washington (WJLA)		10/24/17
20.0	Normal Line / SPOT	10/30/17-10/31/17	2	: :30	Orbit- [P]Hot Bench(Mo Tu), [P]Hot Bench 2(Mo Tu)		1	1						2	\$500.00	\$1,000.00	Washington (WJLA)		10/24/17
21.0	Normal Line / SPOT	10/26/17-10/27/17	2	: :30	4P- News-ABC 7 News at 4p					1	1			2	\$500.00	\$1,000.00	Washington (WJLA)		10/24/17
22.0	Normal Line / SPOT	10/30/17-10/31/17	2	:30	4P- News-ABC 7 News at 4p		1	1	1	i		1		2	\$600.00	\$1,200.00	Washington (WJLA)		10/24/17

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Accepted-Station:

Date:

Accepted-Agency/Advertiser:



WJLA 1100 Wilson Blvd. 6th Floor Arlington, VA 22209

## Contract # 3076620 Schedule Dates

Advertiser Agency

Product

Brand

Salesperson

Sales Office

Phone/Fax

CPE

10/25/17-10/31/17 Ed Gillespie for VA Governor (116805) Strategic Media Placement (6694)

POLITICAL CANDIDATE (ns) (1186)

Local/Political Candidate Agency BRD

Ed Gillespie (671299)

HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869) WJLA/GJLA/EJLA

**Buyer Name** 3239 Account Types

Billing Type Standard

**Date Entered** 10/24/17 Last Modified

10/24/17 Tiffany Lewis

No

Spots Rate 62 \$79,350.00 48 \$66,725.00 \$146,075.00 110

Washington (WJLA)

By Broadcast Month

Oct. 2017

Nov. 2017

Grand Total:

Headline # Demo

Order Type Normal Package Deal

Commission % 15.00

Commission \$21,911.25 Net Total \$124,163.75

Sales Tax

Entered By

CO-OP

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	W	/e Th	h Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
23.0	Normal Line / SPOT	10/26/17-10/27/17	2	:30	5P- News-ABC 7 News at 5p				i	2	1			3	\$550.00	\$1,650.00	Washington (WJLA)		10/24/17
24.0	Normal Line / SPOT	10/30/17-10/31/17	2	:30	5P- News-ABC 7 News at 5p		1	2		<u> </u>		1 1		3	\$700.00	\$2,100.00	Washington (WJLA)		10/24/17
25.0	Normal Line / SPOT	10/30/17-10/31/17	2	:30	6P- News-ABC 7 News at 6p		1	1	i	i	i	1 1		2	\$800.00	\$1,600.00	Washington (WJLA)		10/24/17
26.0	Normal Line / SPOT	10/26/17-10/26/17	2	:30	6:27P- 6:30P (EST)					1				1	\$3,000.00	\$3,000.00	Washington (WJLA)		10/24/17
27.0	Normal Line / SPOT	10/30/17-10/30/17	2	:30	6:27P- 6:30P (EST)		1			i	i	1		1	\$4,000.00	\$4,000.00	Washington (WJLA)		10/24/17
28.0	Normal Line / Access	10/25/17-10/27/17	2	:30	6:57P- 7P (EST)				1	1 1	1	1 1		3	\$6,000.00	\$18,000.00	Washington (WJLA)		10/24/17
29.0	Normal Line / Access	10/31/17-10/31/17	2	:30	6:57P- 7P (EST)			1	i	i	į	1		1	\$7,500.00	\$7,500.00	Washington (WJLA)		10/24/17
30.0	Normal Line / Access	10/25/17-10/27/17	2	:30	7P- Wheel Of Fortune				1	1 1	1	1		3	\$2,000.00	\$6,000.00	Washington (WJLA)		10/24/17
31.0	Normal Line / Access	10/30/17-10/31/17	2	:30	7P- Wheel Of Fortune		1	1	i		i	1		2	\$2,500.00	\$5,000.00	Washington (WJLA)		10/24/17
32.0	Normal Line / Prime Premium	10/30/17-10/30/17	2		8P- ABC-Dancing with the Stars (Monday)		1		Ì					1	\$7,500.00	\$7,500.00	Washington (WJLA)		10/24/17
33.0	Normal Line / Prime Premium	10/30/17-10/30/17	2	:30	10:01P- ABC-The Good Doctor (Monday)		1		į					1	\$5,000.00	\$5,000.00	Washington (WJLA)		10/24/17
34.0	Normal Line / SPOT	10/25/17-10/27/17	2		11P- News-ABC 7 News at 11p				1	1 1	1			3	\$1,200.00	\$3,600.00	Washington (WJLA)		10/24/17

**CONFIRMATION CONTRACT** 

Accepted-Agency/Advertiser:

B/E Bookend P/B Piggy Back

Date:

Accepted-Station:

Date:

Comments:

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WJLA 1100 Wilson Blvd. 6th Floor Arlington, VA 22209

7669 Stagers Loop Delaware, OH 43015

## Contract # 3076620 Schedule Dates

10/25/17-10/31/17 Advertiser Ed Gillespie for VA Governor (116805)

Agency Strategic Media Placement (6694) Product POLITICAL CANDIDATE (ns) (1186)

Ed Gillespie (671299)

**Buyer Name** Phone/Fax 3239

Brand

CPE

Salesperson

Sales Office

Billing Type Standard

Account Types Local/Political Candidate Agency BRD **Date Entered** 10/24/17 **Last Modified** 10/24/17

Tiffany Lewis

\$124,163.75

No

62 \$79,350.00 48 \$66,725.00 \$146,075.00 110

Rate

Spots

Washington (WJLA)

By Broadcast Month

Oct. 2017

Nov. 2017

Grand Total:

Order Type Normal HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869) Package Deal WJLA/GJLA/EJLA Commission % 15.00 Commission \$21,911.25

Net Total

Entered By

Headline #

CO-OP

Demo

Sales	Tax

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We Th	Fr S	a Su	Spots	Rate	Total	Station	Comments	Entered
35.0	Normal Line / SPOT	10/30/17-10/31/17	2		11P- News-ABC 7 News a	at						2	\$1,400.00	\$2,800.	00 Washington (WJLA)		10/24/17
36.0	Normal Line / SPOT	10/25/17-10/27/17	2	:30	11:35P- ABC-Jimmy Kimi	mel			1 1	1	i	3	\$500.00	\$1,500.	00 Washington (WJLA)		10/24/17
37.0	Normal Line / SPOT	10/30/17-10/31/17	2	:30	11:35P- ABC-Jimmy Kimi	mel	1	1			i	2	\$600.00	\$1,200.	00 Washington (WJLA)		10/24/17
38.0	Normal Line / SPOT	10/25/17-10/27/17	2	:30	12:35A- ABC-Nightline				1 1	1	i	3	\$350.00	\$1,050.	00 Washington (WJLA)		10/24/17
39.0	Normal Line / SPOT	10/30/17-10/31/17	2	:30	12:35A- ABC-Nightline		1	1			1	2	\$400.00	\$800.	00 Washington (WJLA)		10/24/17
40.0	Normal Line / Prime Premium	10/26/17-10/26/17	2		8P- ABC-Greys Anatomy (Thursday)				1	1 1		1	\$8,000.00	\$8,000.	00 Washington (WJLA)		10/24/17
41.0	Normal Line / SPOT	10/28/17-10/28/17	2		7A- ABC-Good Morning America Saturday						1	1	\$500.00	\$500.	00 Washington (WJLA)		10/24/17
42.0	Normal Line / Football	10/28/17-10/28/17	2		8P- Sports-ABC College Football Prime						1	1	\$4,000.00	\$4,000.	00 Washington (WJLA)		10/24/17
43.0	Normal Line / SPOT	10/29/17-10/29/17	2		8A- ABC-Good Morning America Sunday						1	1	\$500.00	\$500.	00 Washington (WJLA)		10/24/17
44.0	Normal Line / SPOT	10/29/17-10/29/17	2		10:30A- Government Matters						1	1	\$150.00	\$150.	00 Washington (WJLA)		10/24/17
45.0	Normal Line / Access	10/25/17-10/27/17	2	:30	7:30P- Jeopardy				1 1	1	- 1	3	\$3,000.00	\$9,000.	00 Washington (WJLA)		10/24/17
						CONF	IRM	ΑT	ION	CON	ITR/	ACT	'		•	·	'
Accepted-A	gency/Advertiser:			Date:	Accep	oted-Station:							Date:	Comments:			

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

		Contract #	3076620
		Schedule Dates	10/25/17-10/31/17
	WJLA	Advertiser	Ed Gillespie for VA Governor (116805)
abc	1100 Wilson Blvd, 6th Floor	Agency	Strategic Media Placement (6694)
	Arlington, VA 22209	Product	POLITICAL CANDIDATE (ns) (1186)
		Brand	Ed Gillespie (671299)
WJLA-TV WASHINGTON, DC		Salesperson	HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)
		Sales Office	WJLA/GJLA/EJLA
Strategic Media Placement		Buyer Name	
7669 Stagers Loop		Phone/Fax	/
Delaware, OH 43015		CPE	3239
		Account Types	Local/Political Candidate Agency BRD
		Billing Type	Standard
		Comments	

Washington (WJLA)	Smake	D-4
By Broadcast Month	<u>Spots</u>	Rat
Oct. 2017	62	\$79,350.00
Nov. 2017	48	\$66,725.00
Grand Total:	110	\$146,075.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We 1	Γh Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
46.0	Normal Line / Access	10/30/17-10/31/17	2	:30	7:30P- Jeopardy		1	1					2	\$3,500.00	\$7,000.00	Washington (WJLA)		10/24/17
47.0	Normal Line / SPOT	10/25/17-10/27/17	2	:30	6P- News-ABC 7 News at 6p			- 1	1	1 1			3	\$700.00	\$2,100.00	Washington (WJLA)		10/24/17
					CON	۱FI	RMA	ΔTI	ON	CC	TNC	RA	\CT	·				·
Accepted-A	igency/Advertiser:			Date:	Accepted-Statio	on:								Date:	Comments:			

**Date Entered** 

Last Modified

Entered By

Headline #

Package Deal
Commission %

Commission

Net Total

Sales Tax

CO-OP

Demo Order Type 10/24/17

10/24/17

Normal

15.00

\$21,911.25

\$124,163.75

Tiffany Lewis No

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms .